

December 12, 2005

TO: ALL STATE AGENCIES, SCHOOL DISTRICTS, MUNICIPALITIES, VOLUNTEER  
FIRE COMPANIES AND POLITICAL SUBDIVISIONS

FROM: ARNOLD COOKSON, CPPB  
SENIOR STATE CONTRACT PROCUREMENT OFFICER  
302-739-5586

SUBJECT: **AWARD NOTICE, Addendum 2 effective March 27, 2006**  
**CONTRACT NO. 05-479-AC**  
FURNITURE

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OF  
KEY CONTRACT INFORMATION**

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## **KEY CONTRACT INFORMATION**

### **1. MANDATORY USE CONTRACT:**

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**REF: Title 29, Chapter 6911(d) Delaware Code.** Every state department and agency within the Executive Branch and Judicial Branch of the state government shall procure all material, equipment and nonprofessional services through the statewide contracts administered by Government Support Services, Office of Management and Budget. Delaware State University, Delaware Technical and Community College, the operations funded by Public School Districts, Delaware Transit Corporation, Department of Elections, the Legislative Branch and the Board of Pension Trustees and their consultants are specifically exempted from the requirements of this subsection.

### **2. CONTRACT PERIOD:**

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Each Vendors contract shall be valid for a two (2) year period from January 1, 2006 through December 31, 2008. Each contract may be renewed for two (2) additional one (1) year periods through negotiation between the contractor and Government Support Services. Negotiation must be initiated no later than ninety (90) days prior to the termination of the current agreement.

### **3. VENDORS:**

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Below are listed the vendors awarded this contract by section or furniture category. Sections 1, 2, 4 and 6 are awarded to a single vendor and agencies must procure these requirements from that vendor. Sections 3 and 5 have been multiple awarded to two or more vendors and agencies have the option of choosing the vendor who best suits the requirements for that agency.

Section 1 – Case Goods Furniture (desks, chairs, files, etc.)

Section 2 – Metal based modular furniture (free-standing furniture groupings)

G. A. Blanco and Sons, Inc.  
Route 71, P. O. Box 149  
Great Barrington, MA 01230  
Federal E. I. #: 02-0327245

Send Purchase Orders To:

Michael Barko  
Account Representative  
186 Timber Lane, Suite B – 11  
Clarksboro, NJ 08020  
Phone: 800-931-0027  
Fax: 800-553-4379  
Email: [mbarko@gablanco.com](mailto:mbarko@gablanco.com)

**VENDORS (continued)**

**Section 3** – Wood Based Modular Furniture (Free Standing Furniture Groupings)

<p>Brennan's Office Interiors, Inc. 650 Centerpoint Blvd. New Castle, DE 19720 Contact: Mark Brennan Phone: 302-325-8190 Ext. 13 Fax: 302-325-8191 Email: <a href="mailto:mbrennan@brennansoi.com">mbrennan@brennansoi.com</a> Federal E. I. #: 23-2636666</p>	<p>Advanced Office Enviroments, Inc. 160 Quaker Lane Malvern, PA 19355 Federal E. I. #: 23-2288192</p> <p><u>Send Purchase Orders To:</u></p> <p>Advanced Office Environments, Inc. County Commerce Office Park 630 Churchman's Road, Suite 101 Newark, DE 19702 Contact: Bruce Finnicum Phone: 302-861-0250 Fax: 302-861-0258 Email: <a href="mailto:bfinnicum@advancedofficeenv.com">bfinnicum@advancedofficeenv.com</a></p>
<p><b>NATCO, Inc., DBA 925 Business Furniture</b> 12431 Beach Highway Greenwood, DE 19950 Contact: Millie Cerillo Phone: 800-525-0302 or 302-349-5013 Fax: 302-349-4587 Email: <a href="mailto:millie@natcofurniture.com">millie@natcofurniture.com</a> Federal E. I. #: 52-0895271</p>	<p>G. A. Blanco and Sons, Inc. Route 71, P. O. Box 149 Great Barrington, MA 01230 Federal E. I. #: 02-0327245</p> <p><u>Send Purchase Orders To:</u></p> <p>Michael Barko Account Representative 186 Timber Lane, Suite B – 11 Clarksboro, NJ 08020 Phone: 800-931-0027 Fax: 800-553-4379 Email: <a href="mailto:mbarko@gablanco.com">mbarko@gablanco.com</a></p>

**VENDORS (continued)**

**Section 4 – New Systems Furniture**

Brennan's Office Interiors, Inc.  
650 Centerpoint Blvd.  
New Castle, DE 19720  
Contact: Mark Brennan  
Phone: 302-325-8190 Ext. 13  
Fax: 302-325-8191  
Email: [mbrennan@brennansoi.com](mailto:mbrennan@brennansoi.com)  
Federal E. I. #: 23-2636666

**Section 5 – Remanufactured / Refurbished Systems Furniture**

Corporate Interiors, Inc.  
223 Lisa Drive  
New Castle, DE 19720  
Contact: Steve Dobraniecki  
Phone: 302-356-1008  
Fax: 302-356-1057  
Email: [sdobraniecki@corporate-interiors.com](mailto:sdobraniecki@corporate-interiors.com)  
Federal E. I. #: 23-2364520

Brennan's Office Interiors, Inc.  
650 Centerpoint Blvd.  
New Castle, DE 19720  
Contact: Mark Brennan  
Phone: 302-325-8190 Ext. 13  
Fax: 302-325-8191  
Email: [mbrennan@brennansoi.com](mailto:mbrennan@brennansoi.com)  
Federal E. I. #: 23-2636666

**Section 6 – School and Classroom Furniture**

Brennan's Office Interiors, Inc.  
650 Centerpoint Blvd.  
New Castle, DE 19720  
Contact: Mark Brennan  
Phone: 302-325-8190 Ext. 13  
Fax: 302-325-8191  
Email: [mbrennan@brennansoi.com](mailto:mbrennan@brennansoi.com)  
Federal E. I. #: 23-2636666

**4. SHIPPING TERMS:**

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F.O.B. destination, freight prepaid.

**5. DELIVERY AND PICKUP:**

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There is no additional cost to the state for delivery and pick up of furniture items under the terms of this contract.

**6. PRICING:**

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Prices will remain firm for the term of the contract year period.

Order lead times by vendor and Furniture Category:

Section	Vendor	Lead Time	Quick Ship	Additional % Cost
1.	G. A. Blanco and Sons	30 Days	7 Days	0 – 15%
2.	G. A. Blanco and Sons	30 Days	14 Days	0%
3.	G. A. Blanco and Sons	30 Days	14 Days	0%
	NATCO	45 – 60 Days	14 Days	0%
	Advanced Office Enviroments	28 Days	10 Days	10%
	Brennans's Office Interiors	35 Days	35 Days	0%
4.	Brennans's Office Interiors	30 Days	10 Days	0%
5.	Brennans's Office Interiors	30 Days	N / A	0%
	Corporate Interiors	20 Days	10 Days	5%
6.	Brennans's Office Interiors	30 – 45 Days	20 Days	0%

## **Section I**

### **Case Good Office Furniture**

There are so many individual items and choices within the Case Good Category when deciding what will meet an agency's requirement. It would be impossible and very confusing to list every item and price in this award notice. As a result, only the manufacturer, brand, product line or series, discount off list price and effective date of catalog are provided. Agencies should contact the vendor and the vendor will forward the appropriate catalogs to them, and/or meet and discuss particular agency needs. Discounts and pricing for this section are firm for a two (2) year period starting January 1, 2006. Agencies should check the catalog date(s) upon acceptance.

### **VENDOR – G. A. BLANCO AND SONS, INC.**

Manufacturer	Discount Off List Price	Furniture Category	Product Line / Series	Catalog Date
Indiana Desk	56%	Traditional	Arlington	January 2006
Indiana Desk	56%	Traditional	Wilmington	January 2006
Indiana Desk	56%	Contemporary	Lakeport	January 2006
Indiana Desk	56%	Seating	All	January 2006
Indiana Desk	50%	Other Case Goods	All	January 2006
Hon	56%	Contemporary Laminate	10700	April 2005
Hon	56%	Seating	2090	April 1, 2005
Hon	56%	Seating	7800	April 2005
Hon	56%	Seating	Big and Tall	October 1, 2005
Hon	56%	Lateral Files	800	April 2005
Hon	50%	Veneer Desks	All	April 2005
Hon	50%	Laminate Desks	All	April 2005
Hon	50%	Steel Desks	All	April 2005
Hon	50%	Seating	All	April 2005
Hon	50%	Storage Cabinets	All	April 2005
Hon	50%	Verticle Files	All	April 2005
Hon	50%	Lateral Files	All	April 2005
Hon	50%	Conference	All	April 2005
Hon	56%	Steel Bookcases	All	April 2005
Hon	50%	Laminate Bookcases	All	April 2005
Global	58%	Seating	Troy	2006
Global	50%	Seating Other	All	2006
Global	50%	Case Goods	All	2006
Mayline	55%	Seating	Big and Tall	October 1, 2005
Mayline	50%	Seating Other	All	October 1, 2005
Mayline	50%	Net Racks	All	October 1, 2005
Mayline	40%	Mobile Files	All	October 1, 2005
Mayline	45%	Mailroom	All	October 1, 2005
Mayline	40%	Drafting	All	October 1, 2005
Mayline	45%	Files and Storage	All	October 1, 2005
Mayline	50%	Training Room	All	October 1, 2005

**Section I**

**Case Good Office Furniture (continued)**

**VENDOR – G. A. BLANCO AND SONS, INC.**

Manufacturer	Discount Off List Price	Furniture Category	Product Line / Series	Catalog Date
Nightengale	40%	Seating	2100 / 2400	April 2004
Nightengale	35%	Seating Other	All	April 2004
Hickory Leather	57%	Seating	Savannah	January 2005
Hickory Leather	57%	Seating	Queen Anne	January 2005
Hickory Leather	56%	Seating Other	All	January 2005 + 8%
Sit on It	50%	Seating	Transit	August 1, 2005
Sit on It	50%	Seating Other	All	August 1, 2005
GF	50%	Seating	40 / 4	June 2004
GF	45%	Lateral Files	All	June 2004
Community	40%	Seating	All	April 2005 + 5%
Community	40%	Tables	All	April 2005 +5%
Office Star	50%	Seating	All	July 1, 2005
Brandrud	35%	Lounge Seating	All	September 1, 2005
Brandrud	35%	Hospital	All	September 1, 2005
KI	40%	Seating	All Non-folding	January 17, 2005
KI	40%	Tables	All	January 17, 2005
KI	40%	Desking	All	October 18, 2004
KI	40%	Files and Storage	All	October 18, 2004
KI	35%	Library	Crossroads	August 4, 2003 + 6.5%
Fire King	45%	Fireproof	All files	2005 + 5%
Lacasse	50%	Lateral Files	All	2006
Fixtures	45%	Seating	All	August 2005
Fixtures	45%	Tables	All	August 2005
Paoli	50%	Case Goods	All	August 2005
United Chair	50%	Seating	All	August 1, 2005
Inwood	50%	Case Goods	All	December 31, 2004 + 2%

## Section 2

### **Metal Based Modular Furniture**

Metal Based Modular Furniture is of free-standing design verses Systems Furniture that is usually installed or connected to the facility. The Metal Based Modular Furniture Groupings and pricing are listed below to provide agencies with only examples of how a work station may be configured. Individual working requirements may change the configurations and prices listed for any one grouping. The vendor has been awarded Metal Based Modular Furniture for the brand and series shown in the examples.

#### Grade 1 – Example 1

##### **VENDOR – G. A. BLANCO AND SONS, INC.**

Item#	Description	Contract Price
1.	Workstation – left, with 2/3 modesty panel, 30" D x 42" W x 29" H DRET3042 + DEPEX30	<u>\$ 300.14</u>
2.	Workstation – Right with 2/3 modesty panel - 30" D x 42" W x 29" H DRET3042 + DEPEX30	<u>\$ 300.14</u>
3.	Straight Corner Workstation with 2/3 modesty panel 30" D x 42" W x 29" H DC304230	<u>\$ 399.90</u>
	<b>Total Price for this grouping</b>	<b><u>\$ 1000.18</u></b>
	Brand Bid <u>ABCO</u> Series <u>DIALOG</u> Warranty: <u>10 YRS</u> Discount off List Price: <u>57%</u>	

### **Metal Based Modular Furniture Grouping**

#### Grade 1 – Example 2

Item#	Description	Contract Price
1.	Extended Corner with full modesty panels – 30" x 72" x 48" x 30" DC30724830 + DEPEX30	<u>\$ 555.56</u>
2.	Left – Connecting Extended Peninsula with full modesty panels – 30" x 54 ' x 72" x 30" DDP30L72	<u>\$ 433.87</u>
3.	Hutch with flipper door under top with full back & tack board 15" D x 72" W x 38" H. MHFDU72B	<u>\$ 482.03</u>
4.	Metal box / Box / File Stationary Pedestal 15 1/4" W x 27 3/4" H	<u>\$ 291.97</u>
	<b>Total Price for this grouping</b>	<b><u>\$ 1763.43</u></b>
	Brand Bid <u>ABCO</u> Series <u>DIALOG</u> Warranty: <u>10 YRS</u> Discount off List Price: <u>57%</u>	



**Section 2**

**Metal Based Modular Furniture**

**Metal Based Modular Furniture Grouping  
Grade 2 – Example 1**

**VENDOR – G. A. BLANCO AND SONS, INC.**

Item#	Description	Contract Price
1.	Workstation – left, with 2/3 modesty panel, 30" D x 42" W x 29" H EAW3042L	\$ <u>258.86</u>
2.	Workstation – Right with 2/3 modesty panel - 30" D x 42" W x 29" H EAW3042R	\$ <u>258.86</u>
3.	Straight Corner Workstation with 2/3 modesty panel 30" D x 42" W x 30" D x 29" H ECS304230	\$ <u>360.77</u>
	<b>Total Price for this grouping</b>	<b>\$ <u>878.49</u></b>
	Brand Bid <u>ABCO</u> Series <u>ENDURE</u> Warranty Period: <u>10 YRS</u> Discount off List Price: <u>57%</u>	

**Metal Based Modular Furniture Grouping  
Grade 2 – Example 2**

Item#	Description	Contract Price
1.	Extended Corner with full modesty panels – 30" x 72" x 48" x 30" ECE30724830FM	\$ <u>493.21</u>
2.	Left – Connecting Extended Peninsula with full modesty panels – 30" x 54 " x 72" x 36" EPFEL305472FM	\$ <u>437.31</u>
3.	Hutch with flipper door under top with full back & tack board 15" D x 72" W x 38" H. MHF DU72B	\$ <u>465.69</u>
4.	Metal Box / Box / File Stationary Pedestal 15 ¼" W x 27 ¾" H MPEDBBF18	\$ <u>282.08</u>
	<b>Total Price for this grouping</b>	<b>\$ <u>1678.29</u></b>
	Brand Bid <u>ABCO</u> Series <u>ENDURE</u> Warranty Period: <u>10 YRS</u> Discount off List Price: <u>57%</u>	

**Section 3**

**VENDOR – BRENNANS OFFICE INTERIORS, INC.**

**Wood Laminate Based Modular Furniture Grouping**

This section is multiple awarded to four (4) vendors. Agencies have the option of choosing any one of the four suppliers depending on individual requirements. As with the metal based modular furniture groupings in section 2, the example configurations and associated pricing and discounts are provided as an aid for selecting a vendor. Individual agency requirements will result in different configurations and pricing.

**Wood Laminate Based Modular Furniture Grouping**

**Grade 1 – Example 1**

Item#	Description	Contract Price
1.	Hutch with flipper door under top, full back tack board – 15" D x 66" W x 38" H 400E-E664416P AND LGCTK6619	\$ <u>575.05</u>
2.	Platform, fully articulated keyboard with mouse pad and palm rest. LGCGBAKD AND LGC-2KD	\$ <u>145.75</u>
3.	Task light for Hutch that fits 48" and larger units. LGC-LU36	\$ <u>103.35</u>
4.	Single pedestal return – BF pedestal and full leg – right, 20" D x 42" W x 29" H 400E-R2042F	\$ <u>286.20</u>
5.	Single Pedestal rectangle credenza, left BF, right full, 24" D x 60" W x 29" H 400E-F24605	\$ <u>363.05</u>
	<b>Total Price</b>	<b>\$ <u>1,473.40</u></b>
	Brand Bid <u>Groupe Lacasse LLC</u> Warranty Period: <u>Limited Life Time</u> Discount off List Price: <u>47%</u>	

**Wood Laminate Based Modular Furniture Grouping**

**Grade 1 – Example 2**

Item#	Description	Contract Price
1.	Double Pedestal Desk, 72" W x 36" D x 29 ½" H	\$ <u>865.15</u>
2.	Computer Credenza, with Box/Box/File – CPU, 72"W x 24" D x 29 ½" H	\$ <u>1,186.90</u>
3.	Stack –on Storage, 72" W x 14 5/8" D x 37 ½"	\$ <u>534.60</u>
4.	Personal Wardrobe wand Storage Cabinet – Left 18"W x 24" D x 67" H	\$ <u>539.00</u>
5.	Storage with file cabinet – right, 18"W x 24" D x 67" H	\$ <u>225.42</u>
	<b>Total Price</b>	<b>\$ <u>3,351.07</u></b>
	Brand Bid <u>ABCO</u> Series <u>UNITY</u> Warranty Period: <u>10 YEARS</u> Discount off List Price: <u>45%</u>	

**Section 3**

**VENDOR – BRENNANS OFFICE INTERIORS, INC.**

**Wood Laminate Based Modular Furniture Grouping**

**Grade 2 – Example 1**

Item#	Description	Contract Price
1.	Top left pedestal desk, 42" D x 72" W x 30" H 7 UF42725A	\$ <u>646.60</u>
2.	Bridge Unit, 24" D x 48" W x 30" H 7 BR2448	\$ <u>185.50</u>
3.	Right Pedestal Credenza, 24" D x 72" W x 30" H 7 S2472UF	\$ <u>495.55</u>
	<b>Total Price</b>	<b>\$ <u>1,327.85</u></b>
	Brand Bid: <u>Groupe Lacasse LLC</u> Series: <u>Concept 70</u> Warranty Period: <u>Limited Lifetime</u> Discount off List Price: <u>47%</u>	

**Wood Laminate Based Modular Furniture Grouping**

**Grade 2 – Example 2**

Item#	Description	Contract Price
1.	Double Pedestal Desk, 42" D x 72" W x 30" H 7 UF4272UFA	\$ <u>718.15</u>
2.	Storage Credenza, 24" D x 72" W x 30" H 7 UF2472HUF	\$ <u>763.20</u>
3.	Hutch with Doors, 14" D x 72" W x 42" H 7 E724416P	\$ <u>514.10</u>
4.	Portable Tower Unit, 14" D x 18" W LGC-DV1821	\$ <u>188.15</u>
5.	Table, Round Top 48" x 48" 7 R48.2	\$ <u>190.80</u>
6.	Table Base 20" x 20" H LGC-DB19	\$ <u>296.80</u>
	<b>Total Price</b>	<b>\$ <u>2,671.20</u></b>
	Brand Bid: <u>Groupe Lacasse LLC</u> Series: <u>Concept 70</u> Warranty Period: <u>Limited Lifetime</u> Discount off List Price: <u>47%</u>	

**Section 3**

**VENDOR – G.A. Blanco and Son's, Inc.**

**Wood Laminate Based Modular Furniture Grouping**

**Grade 1 – Example 1**

Item#	Description	Contract Price
1.	Hutch with flipper door under top, full back tack board – 15" D x 66" W x 38" H MHFDU66B 1078	\$ <u>463.54</u>
2.	Platform, fully articulated keyboard with mouse pad and palm rest. 458 MPFAKB	\$ <u>196.94</u>
3.	Task light for Hutch that fits 48" and larger units. 208 MTL42	\$ <u>89.44</u>
4.	Single pedestal return – BF pedestal and full leg – right, 20" D x 42" W x 29" H URETBF2042R 729	\$ <u>313.47</u>
5.	Single Pedestal rectangle credenza, left BF, right full, 24" D x 60" W x 29" H UWBF2460RF 858	\$ <u>368.94</u>
	<b>Total Price</b>	<b>\$ <u>1,432.33</u></b>
	Brand Bid <u>ABCO</u> Series <u>UNITY</u> Warranty Period: <u>10 YEARS</u> Discount off List Price: <u>57%</u>	

**Wood Laminate Based Modular Furniture Grouping**

**Grade 1 – Example 2**

Item#	Description	Contract Price
1.	Double Pedestal Desk, 72" W x 36" D x 29 ½" H BOW FRONT 1520 UDABBF303672FF	\$ <u>714.40</u>
2.	Computer Credenza, with Box/Box/File – CPU, 72"W x 24" D x 29 ½" H 1371 UWBBF2472RF + MSUDRH 975 + 396	\$ <u>589.53</u>
3.	Stack –on Storage, 72" W x 14 5/8" D x 37 ½" WITH TACKBOARD 940 MHSD72B	\$ <u>404.20</u>
4.	Personal Wardrobe wand Storage Cabinet – Left 18"W x 24" D x 67" H 947 MASWDLH	\$ <u>407.21</u>
5.	Storage with file cabinet – right, 18"W x 24" D x 67" H 982 MPFFHSC22	\$ <u>422.26</u>
	<b>Total Price</b>	<b>\$ <u>2,537.60</u></b>
	Brand Bid <u>ABCO</u> Series <u>UNITY</u> Warranty Period: <u>10 YEARS</u> Discount off List Price: <u>57%</u>	

**Section 3**

**VENDOR – G. A. Blanco and Son's, Inc.**

**Wood Laminate Based Modular Furniture Grouping**

**Grade 2 – Example 1**

Item#	Description	Contract Price
1.	Top left pedestal desk, 42" D x 72" W x 30" H BOW FRONT TOP 38-4272LP1	\$ <u>811.80</u>
2.	Bridge Unit, 24" D x 48" W x 30" H 38-2448UF	\$ <u>259.16</u>
3.	Right Pedestal Credenza, 24" D x 72" W x 30" H 38-2472RC1	\$ <u>599.72</u>
	<b>Total Price</b>	<b>\$ <u>1,670.68</u></b>
	Brand Bid: <u>INDIANA DESK</u> Series: <u>3800 SERIES</u> Warranty Period: <u>10 YEARS</u> Discount off List Price: <u>56%</u>	

**Wood Laminate Based Modular Furniture Grouping**

**Grade 2 – Example 2**

Item#	Description	Contract Price
1.	Double Pedestal Desk, 42" D x 72" W x 30" H 38-4272DP1	\$ <u>960.52</u>
2.	Storage Credenza, 24" D x 72" W x 30" H 38-2472SC4	\$ <u>1023.88</u>
3.	Hutch with Doors, 14" D x 72" W x 42" H 38-1472HD	\$ <u>539.00</u>
4.	Portable Tower Unit, 14" D x 18" W 38-1418HV	\$ <u>162.36</u>
5.	Table, Round Top 48" x 48" 38-4848CT	\$ <u>344.96</u>
6.	Table Base 20" x 20" H CYLINDER 38-2020CB	\$ <u>264.00</u>
	<b>Total Price</b>	<b>\$ <u>3,294.72</u></b>
	Brand Bid: <u>INDIANA DESK</u> Series: <u>3800</u> Warranty Period: <u>10 YEARS</u> Discount off List Price: <u>56%</u>	

**Section 3**

**VENDOR – NATCO, Inc.**

**Wood Laminate Based Modular Furniture Grouping**

**Grade 1 – Example 1**

Item#	Description	Contract Price
1.	Hutch with flipper door under top, full back tack board – 15" D x 66" W x 38" H DTODv5660/TPv660	\$ <u>511.68</u>
2.	Platform, fully articulated keyboard with mouse pad and palm rest. ARTv1	\$ <u>191.88</u>
3.	Task light for Hutch that fits 48" and larger units. TLv24	\$ <u>62.40</u>
4.	Single pedestal return – BF pedestal and full leg – right, 20" D x 42" W x 29" H WTR/Ev0429-R	\$ <u>390.00</u>
5.	Single Pedestal rectangle credenza, left BF, right full, 24" D x 60" W x 29" H NSPEv4609	\$ <u>441.48</u>
	<b>Total Price</b>	<b>\$ <u>1,597.44</u></b>
	Brand Bid <u>NATCO</u> Series <u>SERIES V</u> Warranty Period: <u>LIMITED LIFETIME</u> Discount off List Price: <u>48%</u>	

**Wood Laminate Based Modular Furniture Grouping**

**Grade 1 – Example 2**

**Vendor - Natco, Inc.**

Item#	Description	Contract Price
1.	Double Pedestal Desk, 72" W x 36" D x 29 ½" H WBTv6729F / DDFv / FFv	\$ <u>727.48</u>
2.	Computer Credenza, with Box/Box/File – CPU, 72"W x 24" D x 29 ½" H NK7v4729	\$ <u>470.08</u>
3.	Stack –on Storage, 72" W x 14 5/8" D x 37 ½" DTODv5720	\$ <u>469.04</u>
4.	Personal Wardrobe wand Storage Cabinet – Left 18"W x 24" D x 67" H NCCv41869SP	\$ <u>407.68</u>
5.	Storage with file cabinet – right, 18"W x 24" D x 67" H NCCS/FFv41869	\$ <u>496.60</u>
	<b>Total Price</b>	<b>\$ <u>2,570.88</u></b>
	Brand Bid <u>NATCO</u> Series <u>SERIES V</u> Warranty Period: <u>LIMITED LIFETIME</u> Discount off List Price: <u>48%</u>	

**Section 3**

**VENDOR – NATCO Inc.**

**Wood Laminate Based Modular Furniture Grouping**

**Grade 2 – Example 1**

Item#	Description	Contract Price
1.	Top left pedestal desk, 42" D x 72" W x 30" H BDPD42729-SP	\$ <u>778.44</u>
2.	Bridge Unit, 24" D x 48" W x 30" H WTR4889L/R	\$ <u>293.80</u>
3.	Right Pedestal Credenza, 24" D x 72" W x 30" H WCT4729/DDF	\$ <u>672.36</u>
	<b>Total Price</b>	<b>\$ <u>1,744.60</u></b>
	Brand Bid: <u>NATCO</u> Series: <u>SERIES IX</u> Warranty Period: <u>LIMITED LIFETIME</u> Discount off List Price: <u>47%</u>	

**VENDOR – NATCO Inc.**

**Wood Laminate Based Modular Furniture Grouping**

**Grade 2 – Example 2**

Item#	Description	Contract Price
1.	Double Pedestal Desk, 42" D x 72" W x 30" H BDPD6729SP	\$ <u>1099.80</u>
2.	Storage Credenza, 24" D x 72" W x 30" H NK5-4729SP	\$ <u>730.60</u>
3.	Hutch with Doors, 14" D x 72" W x 42" H DTOD5720	\$ <u>513.24</u>
4.	Portable Tower Unit, 14" D x 18" W DTSR 12	\$ <u>148.72</u>
5.	Table, Round Top 48" x 48" with Table Base 20" x 20" H NRLT 48	\$ <u>348.92</u>
	<b>Total Price</b>	<b>\$ <u>2,841.28</u></b>
	Brand Bid: <u>NATCO</u> Series: <u>SERIES IX</u> Warranty Period: <u>LIMITED LIFETIME</u> Discount off List Price: <u>48%</u>	

**Section 3**

**VENDOR – Advanced Office Environments**

**Wood Laminate Based Modular Furniture Grouping**

**Grade 1 – Example 1**

Item#	Description	Contract Price
1.	Hutch with flipper door under top, full back tack board – 15" D x 66" W x 38" H	\$ <u>580.32</u>
2.	Platform, fully articulated keyboard with mouse pad and palm rest.	\$ <u>247.00</u>
3.	Task light for Hutch that fits 48" and larger units.	\$ <u>111.80</u>
4.	Single pedestal return – BF pedestal and full leg – right, 20" D x 42" W x 29" H	\$ <u>392.08</u>
5.	Single Pedestal rectangle credenza, left BF, right full, 24" D x 60" W x 29" H	\$ <u>461.24</u>
	<b>Total Price</b>	<b>\$ <u>1,792.44</u></b>
	Brand Bid <u>ABCO</u> Series <u>UNITY</u> Warranty Period: <u>10 YEARS</u> Discount off List Price: <u>48%</u>	

**VENDOR – Advanced Office Environments**

**Wood Laminate Based Modular Furniture Grouping**

**Grade 1 – Example 2**

Item#	Description	Contract Price
1.	Double Pedestal Desk, 72" W x 36" D x 29 ½" H WBTv6729F / DDFv / FFv	\$ <u>817.96</u>
2.	Computer Credenza, with Box/Box/File – CPU, 72"W x 24" D x 29 ½" H NK7v4729	\$ <u>806.97</u>
3.	Stack –on Storage, 72" W x 14 5/8" D x 37 ½" DTODv5720	\$ <u>505.44</u>
4.	Personal Wardrobe wand Storage Cabinet – Left 18"W x 24" D x 67" H NCCv41869SP	\$ <u>509.60</u>
5.	Storage with file cabinet – right, 18"W x 24" D x 67" H NCCS/FFv41869	\$ <u>528.32</u>
	<b>Total Price</b>	<b>\$ <u>3,168.29</u></b>
	Brand Bid <u>ABCO</u> Series <u>UNITY</u> Warranty Period: <u>10 YEARS</u> Discount off List Price: <u>48%</u>	



**Section 3**

**VENDOR – Advanced Office Environments**

**Wood Laminate Based Modular Furniture Grouping**

**Grade 2 – Example 1**

Item#	Description	Contract Price
1.	Top left pedestal desk, 36" D x 72" W x 30" H BDPD42729-SP	\$ <u>708.00</u>
2.	Bridge Unit, 22" D x 48" W x 30" H WTR4889L/R	\$ <u>172.00</u>
3.	Right Pedestal Credenza, 22" D x 72" W x 30" H WCT4729/DDF	\$ <u>462.00</u>
	<b>Total Price</b>	<b>\$ <u>1,342.00</u></b>
	Brand Bid: <u>FIRST OFFICE</u> Series: <u>PULSE</u> Warranty Period: <u>12 YEARS</u> Discount off List Price: <u>50%</u>	

**VENDOR – Advanced Office Environments**

**Wood Laminate Based Modular Furniture Grouping**

**Grade 2 – Example 2**

Item#	Description	Contract Price
1.	Double Pedestal Desk, 36" D x 72" W x 30" H	\$ <u>811.50</u>
2.	Storage Credenza, 22" D x 48" W x 30" H	\$ <u>700.50</u>
3.	Hutch with Doors, 15" D x 72" W x 42 ½ " H	\$ <u>469.50</u>
4.	Portable Tower Unit, 14" D x 18" W S4-1418HH	\$ <u>182.50</u>
5.	Table, Round Top 48" x 48"	\$ <u>215.50</u>
6.	Table Base 20" x 20" H	\$ <u>355.50</u>
	<b>Total Price</b>	<b>\$ <u>2,735.00</u></b>
	Brand Bid: <u>FIRST OFFICE</u> Series: <u>PULSE</u> Warranty Period: <u>12 YEARS</u> Discount off List Price: <u>50%</u>	

## SECTION IV

### NEW SYSTEMS FURNITURE

This section provides agencies with a choice of four (4) New Systems Furniture grades (1 – 4), grade one being the most economical and grade four the most costly. Agencies may select the grade that best serves their needs and budget constraints. The information provided gives two (2) configuration examples and the associated costs for each grade. Again, as with modular furniture, the exact configuration and resulting costs will depend on individual agency needs. Agencies should contact the awarded vendor to request specific catalogs and pricing.

#### CLERICAL WORK STATION– GRADE 1 - EXAMPLE

#### VENDOR – BRENNAN’S OFFICE INTERIOR’S, INC.

<b>NAME OF MANUFACTURER:</b>	<b>HAYWORTH / GROUPE LACASSE</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>NVISION</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>60</b>		<b>\$ 2,725.55</b>	
<b>\$10,0001 TO \$25,000</b>		<b>60</b>		<b>\$ 2,725.55</b>	
<b>\$25,001 TO \$50,000</b>		<b>60</b>		<b>\$ 2,725.55</b>	
<b>\$50,001 TO \$100,000</b>		<b>61</b>		<b>\$ 2,664.35</b>	
<b>\$100,001 TO \$250,000</b>		<b>61.5</b>		<b>\$ 2,633.75</b>	
<b>\$250,001 TO \$500,000</b>		<b>62</b>		<b>\$ 2,603.15</b>	
<b>OVER \$500,000</b>		<b>65.5</b>		<b>\$ 2,388.98</b>	



**SECTION IV**

**NEW SYSTEMS FURNITURE**

**MANAGER WORK STATION– GRADE 1 – EXAMPLE**

**VENDOR – BRENNAN'S OFFICE INTERIOR'S, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>HAWORTH / GROUPE LACASSE</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>NVISION</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>60</b>		<b>\$ 3,200.40</b>	
<b>\$10,0001 TO \$25,000</b>		<b>60</b>		<b>\$ 3,200.40</b>	
<b>\$25,001 TO \$50,000</b>		<b>60</b>		<b>\$ 3,200.40</b>	
<b>\$50,001 TO \$100,000</b>		<b>61</b>		<b>\$ 3,125.85</b>	
<b>\$100,001 TO \$250,000</b>		<b>61.5</b>		<b>\$ 3,088.56</b>	
<b>\$250,001 TO \$500,000</b>		<b>62</b>		<b>\$ 3,051.30</b>	
<b>OVER \$500,000</b>		<b>65.5</b>		<b>\$ 2,743.83</b>	



**SECTION IV**

**NEW SYSTEMS FURNITURE**

**CLERICAL WORK STATION– GRADE 2 – EXAMPLE**

**VENDOR – BRENNAN'S OFFICE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>HAWORTH / GOUPE LACASSE</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>NVISION</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>60</b>		<b>\$ 2,725.55</b>	
<b>\$10,0001 TO \$25,000</b>		<b>60</b>		<b>\$ 2,725.55</b>	
<b>\$25,001 TO \$50,000</b>		<b>60</b>		<b>\$ 2,725.55</b>	
<b>\$50,001 TO \$100,000</b>		<b>61</b>		<b>\$ 2,664.35</b>	
<b>\$100,001 TO \$250,000</b>		<b>61.5</b>		<b>\$ 2,633.75</b>	
<b>\$250,001 TO \$500,000</b>		<b>62</b>		<b>\$ 2,603.15</b>	
<b>OVER \$500,000</b>		<b>65.5</b>		<b>\$ 2,388.98</b>	



**SECTION IV**

**NEW SYSTEMS FURNITURE**

**MANAGER – GRADE 2 - EXAMPLE**

**VENDOR – BRENNAN'S OFFICE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>HAWORTH / GROUPE LACASSE</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>NVISION</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>60</b>		<b>\$ 3,200.40</b>	
<b>\$10,0001 TO \$25,000</b>		<b>60</b>		<b>\$ 3,200.40</b>	
<b>\$25,001 TO \$50,000</b>		<b>60</b>		<b>\$ 3,200.40</b>	
<b>\$50,001 TO \$100,000</b>		<b>61</b>		<b>\$ 3,125.85</b>	
<b>\$100,001 TO \$250,000</b>		<b>61.5</b>		<b>\$ 3,088.56</b>	
<b>\$250,001 TO \$500,000</b>		<b>62</b>		<b>\$ 3,051.30</b>	
<b>OVER \$500,000</b>		<b>65.5</b>		<b>\$2,743.83</b>	





**SECTION IV**

**NEW SYSTEMS FURNITURE**

**CLERICAL – GRADE 3 - EXAMPLE**

**VENDOR – BRENNAN'S OFFICE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>HAWORTH</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>UNIGROUP</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>65</b>		<b>\$ 3,305.14</b>	
<b>\$10,0001 TO \$25,000</b>		<b>68.5</b>		<b>\$ 3,021.08</b>	
<b>\$25,001 TO \$50,000</b>		<b>69.5</b>		<b>\$ 2,939.92</b>	
<b>\$50,001 TO \$100,000</b>		<b>71</b>		<b>\$ 2,818.18</b>	
<b>\$100,001 TO \$250,000</b>		<b>72</b>		<b>\$ 2,737.02</b>	
<b>\$250,001 TO \$500,000</b>		<b>73.5</b>		<b>\$ 2,615.28</b>	
<b>OVER \$500,000</b>		<b>75.5</b>		<b>\$ 2,320.17</b>	



**SECTION IV**

**NEW SYSTEMS FURNITURE**

**MANAGER – GRADE 3 - EXAMPLE**

**VENDOR – BRENNAN'S OFFICE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>HAWORTH</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>UNIGROUP</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>65</b>		<b>\$ 3,976.18</b>	
<b>\$10,0001 TO \$25,000</b>		<b>68.5</b>		<b>\$ 3,602.66</b>	
<b>\$25,001 TO \$50,000</b>		<b>69.5</b>		<b>\$ 3,495.94</b>	
<b>\$50,001 TO \$100,000</b>		<b>71</b>		<b>\$ 3,335.86</b>	
<b>\$100,001 TO \$250,000</b>		<b>72</b>		<b>\$ 3,299.14</b>	
<b>\$250,001 TO \$500,000</b>		<b>73.5</b>		<b>\$ 3,069.06</b>	
<b>OVER \$500,000</b>		<b>75.5</b>		<b>\$ 2,643.94</b>	



**SECTION IV**

**NEW SYSTEMS FURNITURE**

**CLERICAL – GRADE 4 – EXAMPLE**

**VENDOR – BRENNAN'S OFFICE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>HAWORTH</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>PLACES</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>65</b>		<b>\$ 3,348.19</b>	
<b>\$10,0001 TO \$25,000</b>		<b>68.5</b>		<b>\$ 3,059.83</b>	
<b>\$25,001 TO \$50,000</b>		<b>69.5</b>		<b>\$ 2,977.44</b>	
<b>\$50,001 TO \$100,000</b>		<b>71</b>		<b>\$ 2,853.85</b>	
<b>\$100,001 TO \$250,000</b>		<b>72</b>		<b>\$ 2,771.46</b>	
<b>\$250,001 TO \$500,000</b>		<b>73.5</b>		<b>\$ 2,647.88</b>	
<b>OVER \$500,000</b>		<b>75.5</b>		<b>\$ 2,483.13</b>	



**SECTION IV**

**NEW SYSTEMS FURNITURE**

**MANAGER – GRADE 4 – EXAMPLE**

**VENDOR – BRENNAN'S OFFICE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>HAWORTH</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>PLACES</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>65</b>		<b>\$ 4,040.58</b>	
<b>\$10,0001 TO \$25,000</b>		<b>68.5</b>		<b>\$ 3,660.62</b>	
<b>\$25,001 TO \$50,000</b>		<b>69.5</b>		<b>\$ 3,552.06</b>	
<b>\$50,001 TO \$100,000</b>		<b>71</b>		<b>\$ 3,389.22</b>	
<b>\$100,001 TO \$250,000</b>		<b>72</b>		<b>\$ 3,280.66</b>	
<b>\$250,001 TO \$500,000</b>		<b>73.5</b>		<b>\$ 3,117.82</b>	
<b>OVER \$500,000</b>		<b>75.5</b>		<b>\$ 2,893.66</b>	





**SECTION IV**

**NEW SYSTEMS FURNITURE**

**REGULAR WORK HOURS**

1. **RELOCATION & RECONFIGURATION SERVICES:**

Cost per man hour \$ 42.00

2. **FURNITURE SELECTION & LAYOUT (DESIGNER SERVICE):**

Cost per man hour \$ 55.00

**AFTER REGULAR WORK HOURS, WEEKENDS & HOLIDAYS**

1. **RELOCATION & RECONFIGURATION SERVICES:**

Cost per man hour \$ 63.00

2. **FURNITURE SELECTION & LAYOUT (DESIGNER SERVICE):**

Cost per man hour \$ 82.50

**ACCELERATED PAYMENT TERMS:** within ten (10) days of receipt of invoice and payment - .25%

## SECTION V

### REMANUFACTURED/REFURBISHED SYSTEMS FURNITURE

This section provides agencies an option of purchasing Remanufactured / Refurbished Systems Furniture instead of New Systems Furniture as listed in section IV. This section is multiple awarded to two vendors and if the agency elects to purchase remanufactured systems furniture, can choose the vendor that can best meet the needs of that agency. Typical design layouts are provided just as an example – Agency requirements will result in different layouts and pricing, depending on the scope of the project.

#### CLERICAL WORK STATION– GRADE 1 - EXAMPLE

##### VENDOR – CORPORATE INTERIORS, INC.

<b>NAME OF MANUFACTURER:</b>	<b>RENEWED ENVIROMENTS</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>RENEWED AVENIR</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>58.75</b>		<b>\$ 2,453.00</b>	
<b>\$10,0001 TO \$25,000</b>		<b>57.75</b>		<b>\$ 2,453.00</b>	
<b>\$25,001 TO \$50,000</b>		<b>58.35</b>		<b>\$ 2,418.00</b>	
<b>\$50,001 TO \$100,000</b>		<b>58.35</b>		<b>\$ 2,418.00</b>	
<b>\$100,001 TO \$250,000</b>		<b>59.25</b>		<b>\$ 2,366.00</b>	
<b>\$250,001 TO \$500,000</b>		<b>59.25</b>		<b>\$ 2,352.00</b>	
<b>OVER \$500,000</b>		<b>NEGOTIATED</b>		<b>NEGOTIATED</b>	



**SECTION V**

**REMANUFACTURED/REFURBISHED SYSTEMS FURNITURE**

**MANAGER WORK STATION– GRADE 1 – EXAMPLE**

**VENDOR – CORPORATE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>RENEWED ENVIROMENTS</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>RENEWED AVENIR</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>57.75</b>		<b>\$ 2,840.00</b>	
<b>\$10,0001 TO \$25,000</b>		<b>57.75</b>		<b>\$ 2,840.00</b>	
<b>\$25,001 TO \$50,000</b>		<b>58.35</b>		<b>\$ 2,800.00</b>	
<b>\$50,001 TO \$100,000</b>		<b>58.35</b>		<b>\$ 2,800.00</b>	
<b>\$100,001 TO \$250,000</b>		<b>59.25</b>		<b>\$ 2,740.00</b>	
<b>\$250,001 TO \$500,000</b>		<b>59.25</b>		<b>\$ 2,740.00</b>	
<b>OVER \$500,000</b>		<b>NEGOTIATED</b>		<b>NEGOTIATED</b>	



**SECTION V**

**REMANUFACTURED/REFURBISHED SYSTEMS FURNITURE**

**CLERICAL WORK STATION– GRADE 2 - EXAMPLE**

**VENDOR – CORPORATE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>RENEWED ENVIROMENTS</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>RENEWED AVENIR</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>57.75</b>		<b>\$ 2,438.00</b>	
<b>\$10,0001 TO \$25,000</b>		<b>57.75</b>		<b>\$ 2,438.00</b>	
<b>\$25,001 TO \$50,000</b>		<b>58.35</b>		<b>\$ 2,404.00</b>	
<b>\$50,001 TO \$100,000</b>		<b>58.35</b>		<b>\$ 2,404.00</b>	
<b>\$100,001 TO \$250,000</b>		<b>59.25</b>		<b>\$ 2,352.00</b>	
<b>\$250,001 TO \$500,000</b>		<b>59.25</b>		<b>\$ 2,352.00</b>	
<b>OVER \$500,000</b>		<b>NEGOTIATED</b>		<b>NEGOTIATED</b>	





**SECTION V**

**REMANUFACTURED/REFURBISHED SYSTEMS FURNITURE**

**MANAGER – GRADE 2 - EXAMPLE**

**VENDOR – CORPORATE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>RENEWED ENVIRONMENTS</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>RENEWED AVENIR</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>57.75</b>		<b>\$ 2,840.00</b>	
<b>\$10,0001 TO \$25,000</b>		<b>57.75</b>		<b>\$ 2,840.00</b>	
<b>\$25,001 TO \$50,000</b>		<b>58.35</b>		<b>\$ 2,800.00</b>	
<b>\$50,001 TO \$100,000</b>		<b>58.35</b>		<b>\$ 2,800.00</b>	
<b>\$100,001 TO \$250,000</b>		<b>59.25</b>		<b>\$ 2,740.00</b>	
<b>\$250,001 TO \$500,000</b>		<b>59.25</b>		<b>\$ 2,740.00</b>	
<b>OVER \$500,000</b>		<b>NEGOTIATED</b>		<b>NEGOTIATED</b>	



**SECTION V**

**REMANUFACTURED/REFURBISHED SYSTEMS FURNITURE**

**CLERICAL – GRADE 3 - EXAMPLE**

**VENDOR – CORPORATE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>RENEWED ENVIRONMENTS</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>RENEWED AVENIR</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>57.75</b>		<b>\$ 2,438.00</b>	
<b>\$10,0001 TO \$25,000</b>		<b>57.75</b>		<b>\$ 2,438.00</b>	
<b>\$25,001 TO \$50,000</b>		<b>58.35</b>		<b>\$ 2,404.00</b>	
<b>\$50,001 TO \$100,000</b>		<b>58.35</b>		<b>\$ 2,404.00</b>	
<b>\$100,001 TO \$250,000</b>		<b>59.25</b>		<b>\$ 2,352.00</b>	
<b>\$250,001 TO \$500,000</b>		<b>59.25</b>		<b>\$ 2,352.00</b>	
<b>OVER \$500,000</b>		<b>NEGOTIATED</b>		<b>NEGOTIATED</b>	



**SECTION V**

**REMANUFACTURED/REFURBISHED SYSTEMS FURNITURE**

**MANAGER – GRADE 3 - EXAMPLE**

**VENDOR – CORPORATE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>RENEWED ENVIRONMENTS</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>RENEWED AVENIR</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>57.75</b>		<b>\$ 2,840.00</b>	
<b>\$10,0001 TO \$25,000</b>		<b>57.75</b>		<b>\$ 2,840.00</b>	
<b>\$25,001 TO \$50,000</b>		<b>58.35</b>		<b>\$ 2,800.00</b>	
<b>\$50,001 TO \$100,000</b>		<b>58.35</b>		<b>\$ 2,800.00</b>	
<b>\$100,001 TO \$250,000</b>		<b>59.25</b>		<b>\$ 2,740.00</b>	
<b>\$250,001 TO \$500,000</b>		<b>59.25</b>		<b>\$ 2,740.00</b>	
<b>OVER \$500,000</b>		<b>NEGOTIATED</b>		<b>NEGOTIATED</b>	



**SECTION V**

**REMANUFACTURED/REFURBISHED SYSTEMS FURNITURE**

**CLERICAL – GRADE 4**

**VENDOR – CORPORATE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>RENEWED ENVIRONMENTS</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>RENEWED AVENIR</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>57.75</b>		<b>\$ 2,438.00</b>	
<b>\$10,0001 TO \$25,000</b>		<b>57.75</b>		<b>\$ 2,438.00</b>	
<b>\$25,001 TO \$50,000</b>		<b>58.35</b>		<b>\$ 2,404.00</b>	
<b>\$50,001 TO \$100,000</b>		<b>58.35</b>		<b>\$ 2,404.00</b>	
<b>\$100,001 TO \$250,000</b>		<b>59.25</b>		<b>\$ 2,352.00</b>	
<b>\$250,001 TO \$500,000</b>		<b>59.25</b>		<b>\$ 2,352.00</b>	
<b>OVER \$500,000</b>		<b>NEGOTIATED</b>		<b>NEGOTIATED</b>	





**SECTION V**

**REMANUFACTURED/REFURBISHED SYSTEMS FURNITURE**

**MANAGER – GRADE 4 - EXAMPLE**

**VENDOR – CORPORATE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>RENEWED ENVIRONMENTS</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>RENEWED AVENIR</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>57.75</b>		<b>\$ 2,840.00</b>	
<b>\$10,0001 TO \$25,000</b>		<b>57.75</b>		<b>\$ 2,840.00</b>	
<b>\$25,001 TO \$50,000</b>		<b>58.35</b>		<b>\$ 2,800.00</b>	
<b>\$50,001 TO \$100,000</b>		<b>58.35</b>		<b>\$ 2,800.00</b>	
<b>\$100,001 TO \$250,000</b>		<b>59.25</b>		<b>\$ 2,740.00</b>	
<b>\$250,001 TO \$500,000</b>		<b>59.25</b>		<b>\$ 2,740.00</b>	
<b>OVER \$500,000</b>		<b>NEGOTIATED</b>		<b>NEGOTIATED</b>	



**SECTION V**

**REMANUFACTURED/REFURBISHED SYSTEMS FURNITURE**

**VENDOR – CORPORATE INTERIORS, INC.**

**REGULAR WORK HOURS**

1. **RELOCATION & RECONFIGURATION SERVICES:**

Cost per man hour \$ 33.00

2. **FURNITURE SELECTION & LAYOUT (DESIGNER SERVICE):**

Cost per man hour \$ 49.00

**AFTER REGULAR WORK HOURS, WEEKENDS & HOLIDAYS**

1. **RELOCATION & RECONFIGURATION SERVICES:**

Cost per man hour \$ 49.00

2. **FURNITURE SELECTION & LAYOUT (DESIGNER SERVICE):**

Cost per man hour \$ 70.00

**SECTION V**

**REMANUFACTURED/REFURBISHED SYSTEMS FURNITURE**

**CLERICAL WORK STATION– GRADE 1 - EXAMPLE**

**VENDOR – BRENNAN'S OFFICE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>GARCO</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>HAYWORTH/UNIGROUP</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>66</b>		<b>\$ 3,223.98</b>	
<b>\$10,0001 TO \$25,000</b>		<b>69</b>		<b>\$ 2,980.50</b>	
<b>\$25,001 TO \$50,000</b>		<b>70</b>		<b>\$ 2,899.34</b>	
<b>\$50,001 TO \$100,000</b>		<b>71.5</b>		<b>\$ 2,777.60</b>	
<b>\$100,001 TO \$250,000</b>		<b>72.5</b>		<b>\$ 2,696.44</b>	
<b>\$250,001 TO \$500,000</b>		<b>74</b>		<b>\$ 2,574.70</b>	
<b>OVER \$500,000</b>		<b>75</b>		<b>\$ 2,493.54</b>	



**SECTION V**

**REMANUFACTURED/REFURBISHED SYSTEMS FURNITURE**

**MANAGER WORK STATION– GRADE 1 – EXAMPLE**

**VENDOR – BRENNAN'S OFFICE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>GARCO</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>HAYWORTH/UNIGROUP</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>66</b>		<b>\$ 3,869.46</b>	
<b>\$10,0001 TO \$25,000</b>		<b>69</b>		<b>\$ 3,549.30</b>	
<b>\$25,001 TO \$50,000</b>		<b>70</b>		<b>\$ 3,442.58</b>	
<b>\$50,001 TO \$100,000</b>		<b>71.5</b>		<b>\$ 3,282.50</b>	
<b>\$100,001 TO \$250,000</b>		<b>72.5</b>		<b>\$ 3,175.78</b>	
<b>\$250,001 TO \$500,000</b>		<b>74</b>		<b>\$ 3,015.70</b>	
<b>OVER \$500,000</b>		<b>75</b>		<b>\$ 2,908.98</b>	



**SECTION V**

**REMANUFACTURED/REFURBISHED SYSTEMS FURNITURE**

**CLERICAL WORK STATION– GRADE 2 - EXAMPLE**

**VENDOR – BRENNAN'S OFFICE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>GARCO</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>HAYWORTH/UNIGROUP</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>66</b>		<b>\$ 3,223.98</b>	
<b>\$10,0001 TO \$25,000</b>		<b>69</b>		<b>\$ 2,980.50</b>	
<b>\$25,001 TO \$50,000</b>		<b>70</b>		<b>\$ 2,899.34</b>	
<b>\$50,001 TO \$100,000</b>		<b>71.5</b>		<b>\$ 2,777.60</b>	
<b>\$100,001 TO \$250,000</b>		<b>72.5</b>		<b>\$ 2,696.44</b>	
<b>\$250,001 TO \$500,000</b>		<b>74</b>		<b>\$ 2,574.70</b>	
<b>OVER \$500,000</b>		<b>75</b>		<b>\$ 2,493.54</b>	





**SECTION V**

**REMANUFACTURED/REFURBISHED SYSTEMS FURNITURE**

**MANAGER – GRADE 2 - EXAMPLE**

**VENDOR – BRENNAN'S OFFICE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>GARCO</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>HAYWORTH/UNIGROUP</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>66</b>		<b>\$ 3,869.46</b>	
<b>\$10,0001 TO \$25,000</b>		<b>69</b>		<b>\$ 3,549.30</b>	
<b>\$25,001 TO \$50,000</b>		<b>70</b>		<b>\$ 3,442.58</b>	
<b>\$50,001 TO \$100,000</b>		<b>71.5</b>		<b>\$ 3,282.59</b>	
<b>\$100,001 TO \$250,000</b>		<b>72.5</b>		<b>\$ 3,175.78</b>	
<b>\$250,001 TO \$500,000</b>		<b>74</b>		<b>\$ 3,015.70</b>	
<b>OVER \$500,000</b>		<b>75</b>		<b>\$ 2,908.98</b>	



**SECTION V**

**REMANUFACTURED/REFURBISHED SYSTEMS FURNITURE**

**CLERICAL – GRADE 3 - EXAMPLE**

**VENDOR – BRENNAN'S OFFICE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>GARCO</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>HAYWORTH/UNIGROUP</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>66</b>		<b>\$ 3,223.98</b>	
<b>\$10,0001 TO \$25,000</b>		<b>69</b>		<b>\$ 2,980.50</b>	
<b>\$25,001 TO \$50,000</b>		<b>70</b>		<b>\$ 2,899.34</b>	
<b>\$50,001 TO \$100,000</b>		<b>71.5</b>		<b>\$ 2,777.60</b>	
<b>\$100,001 TO \$250,000</b>		<b>72.5</b>		<b>\$ 2,696.44</b>	
<b>\$250,001 TO \$500,000</b>		<b>74</b>		<b>\$ 2,574.70</b>	
<b>OVER \$500,000</b>		<b>75</b>		<b>\$ 2,493.54</b>	



**SECTION V**

**REMANUFACTURED/REFURBISHED SYSTEMS FURNITURE**

**MANAGER – GRADE 3 - EXAMPLE**

**VENDOR – BRENNAN'S OFFICE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>GARCO</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>HAYWORTH/UNIGROUP</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>66</b>		<b>\$ 3,869.46</b>	
<b>\$10,0001 TO \$25,000</b>		<b>69</b>		<b>\$ 3,549.30</b>	
<b>\$25,001 TO \$50,000</b>		<b>70</b>		<b>\$ 3,442.58</b>	
<b>\$50,001 TO \$100,000</b>		<b>71.5</b>		<b>\$ 3,282.59</b>	
<b>\$100,001 TO \$250,000</b>		<b>72.5</b>		<b>\$ 3,175.78</b>	
<b>\$250,001 TO \$500,000</b>		<b>74</b>		<b>\$ 3,015.70</b>	
<b>OVER \$500,000</b>		<b>75</b>		<b>\$ 2,908.98</b>	



**SECTION V**

**REMANUFACTURED/REFURBISHED SYSTEMS FURNITURE**

**CLERICAL – GRADE 4**

**VENDOR – BRENNAN'S OFFICE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>GARCO</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>HAYWORTH/UNIGROUP</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>66</b>		<b>\$ 3,223.98</b>	
<b>\$10,0001 TO \$25,000</b>		<b>69</b>		<b>\$ 2,980.50</b>	
<b>\$25,001 TO \$50,000</b>		<b>70</b>		<b>\$ 2,899.34</b>	
<b>\$50,001 TO \$100,000</b>		<b>71.5</b>		<b>\$ 2,777.60</b>	
<b>\$100,001 TO \$250,000</b>		<b>72.5</b>		<b>\$ 2,696.44</b>	
<b>\$250,001 TO \$500,000</b>		<b>74</b>		<b>\$ 2,574.70</b>	
<b>OVER \$500,000</b>		<b>75</b>		<b>\$ 2,493.54</b>	





**SECTION V**

**REMANUFACTURED/REFURBISHED SYSTEMS FURNITURE**

**MANAGER – GRADE 4 - EXAMPLE**

**VENDOR – BRENNAN'S OFFICE INTERIORS, INC.**

<b>NAME OF MANUFACTURER:</b>	<b>GARCO</b>				
<b>NAME OF PRODUCT LINE OR SERIES:</b>	<b>HAYWORTH/UNIGROUP</b>				
<b>TOTAL ORDER COST:</b>		<b>% DISCOUNT</b>		<b>DISCOUNTED PRICE</b>	
<b>UP TO \$10,000</b>		<b>66</b>		<b>\$ 3,869.46</b>	
<b>\$10,0001 TO \$25,000</b>		<b>69</b>		<b>\$ 3,549.30</b>	
<b>\$25,001 TO \$50,000</b>		<b>70</b>		<b>\$ 3,442.58</b>	
<b>\$50,001 TO \$100,000</b>		<b>71.5</b>		<b>\$ 3,282.59</b>	
<b>\$100,001 TO \$250,000</b>		<b>72.5</b>		<b>\$ 3,175.78</b>	
<b>\$250,001 TO \$500,000</b>		<b>74</b>		<b>\$ 3,015.70</b>	
<b>OVER \$500,000</b>		<b>75</b>		<b>\$ 2,908.98</b>	



**SECTION V**

**REMANUFACTURED/REFURBISHED SYSTEMS FURNITURE**

**VENDOR – BRENNAN’S OFFICE INTERIORS, INC.**

**REGULAR WORK HOURS**

1. **RELOCATION & RECONFIGURATION SERVICES:**

Cost per man hour \$ 42.00

2. **FURNITURE SELECTION & LAYOUT (DESIGNER SERVICE):**

Cost per man hour \$ 55.00

**AFTER REGULAR WORK HOURS, WEEKENDS & HOLIDAYS**

3. **RELOCATION & RECONFIGURATION SERVICES:**

Cost per man hour \$ 63.00

4. **FURNITURE SELECTION & LAYOUT (DESIGNER SERVICE):**

Cost per man hour \$ 82.50

**ACCELERATED PAYMENT TERMS:** within ten (10) days of receipt of invoice an payment, subtract - .25%.

**SECTION VI**

**SCHOOL/CLASSROOM FURNITURE**

**VENDOR – BRENNAN’S OFFICE INTERIORS, INC.**

This section provides agencies and school districts a source for procuring a wide variety of school and classroom furniture through one vendor. Agencies should contact the awarded vendor for catalogs and applicable prices. As in section I, there are too many items and prices to list. However, the following manufacturer brands and discounts are provided for information.

<b>Item</b>	<b>Manufacturer</b>	<b>Furniture Category</b>	<b>Discount % List</b>	<b>Catalog Date</b>
1.	Krueger International, Inc.	Classroom	20 %	October 18, 2004
2.	Smith Systems	Classroom	20 %	January 1, 2005 + 7%
3.	Virco Manufacturing Corporation	Classroom	20 %	January 2005 + 10%

## **ADDITIONAL TERMS AND CONDITIONS**

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### **7. BILLING:**

The successful vendor is required to **"Bill as Shipped" to the respective ordering agency(s).** Ordering agencies shall provide at a minimum the contract number, ship to and bill to address, contract name and phone number.

### **8. PAYMENT:**

The agencies or school districts involved will authorize and process for payment each invoice within thirty (30) days after the date of receipt. The contractor or vendor must accept full payment by procurement (credit) card and/or conventional check and/or other electronic means at the State's option, without imposing any additional fees, costs or conditions.

### **9. PRODUCT SUBSTITUTION:**

All items delivered during the life of the contract shall be of the same type and manufacture as specified unless specific approval is given by Government Support Services to do otherwise. Substitutions may require the submission of written specifications and product evaluation prior to any approvals being granted.

### **10. ORDERING PROCEDURE:**

Successful contractors are required to have either a local telephone number within the (302) area code, a toll free (800) number, or agree to accept collect calls. Each agency is responsible for placing their orders and may be accomplished by written purchase order, telephone, fax or computer on-line systems. The contractor or vendor must accept full payment by procurement (credit) card and/or conventional check and/or other electronic means at the State's option, without imposing any additional fees, costs or conditions.

### **11. REQUIREMENTS:**

This contract is issued to cover the furniture requirements for State of Delaware agencies and shall be accessible to any School District, Political Subdivision or Volunteer Fire Company.

### **12. HOLD HARMLESS:**

The contractor agrees that it shall indemnify and hold the State of Delaware and all its agencies harmless from and against any and all claims for injury, loss of life, or damage to or loss of use of property caused or alleged to be caused, by acts or omissions of the contractor, its employees, and invitees on or about the premises and which arise out of the contractor's performance, or failure to perform as specified in the Agreement.

**13. NON-PERFORMANCE:**

In the event the contractor does not fulfill its obligations under the terms and conditions of this contract, the ordering agency may purchase equivalent product on the open market. Any difference in cost between the contract prices herein and the price of open market product shall be the responsibility of the contractor. Under no circumstances shall monies be due the contractor in the event open market products can be obtained below contract cost. Any monies charged to the contractor may be deducted from an open invoice.

**14. FORCE MAJEURE:**

Neither the contractor nor the ordering agency shall be held liable for non-performance under the terms and conditions of this contract due, but not limited to, government restriction, strike, flood, fire, or unforeseen catastrophe beyond either party's control. Each party shall notify the other in writing of any situation that may prevent performance under the terms and conditions of this contract.

**15. AGENCY'S RESPONSIBILITIES:**

The Agency shall:

- a. Give prompt written notice to the Contractor whenever the Agency observes or otherwise becomes aware of any development that affects the scope or timing of the Contractor's services.

**16. ELECTRONIC ORDERING:**

Some vendors awarded this contract have the capability to receive orders through electronic means. Agencies should inquire about this capability when purchasing from a particular vendor.